

Message Text

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64

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00 PM-07 NSC-07

SP-03 SS-20 L-03 TRSE-00 DRC-01 /098 W

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R 191803Z APR 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC 1893

INFO AMEMBASSY THE HAGUE

C O N F I D E N T I A L BONN 06278

E. O. 11652: GDS

TAGS: ETRN, WG, NL

SUBJECT: CIVAIR - LUFTHANSA PURCHASE OF BOEING AIRCRAFT

REF: BONN 5755

1. BOEING REPRESENTATIVE IN BONN, HILLINGA, INFORMED THE EMBASSY ON APRIL 19 THAT HE HAD RECEIVED A TELEX FROM LUFTHANSA ON APRIL 18 CANCELLING LUFTHANSA'S PRELIMINARY ORDER FOR THREE 727'S. (PARA 2, REFTEL). ACCORDING TO HILLINGA, LUFTHANSA HAS CANCELLED BECAUSE THE LUFTWAFFE HAS DECIDED NOT TO PURCHASE THE 737'S FROM LUFTHANSA. ON THE OTHER HAND, THE LUFTWAFFE HAS NOT YET DETERMINED WHETHER IT WILL PURCHASE VFW F-28'S, SOME OTHER AIRCRAFT OR ANY AIRCRAFT AT ALL FOR ITS VIP SERVICES.

2. LUFTHANSA TOLD HILLINGA THAT THE REASON FOR THE LUFTWAFFE DECISION IS HIGH LEVEL DUTCH POLITICAL INTERVENTION, INCLUDING A LETTER FROM THE NETHERLANDS PRIME MINISTER TO CHANCELLOR BRANDT SENT AT THE END OF FEBRUARY. FOLLOWING A COMPLICATED SERIES OF DEVELOPMENTS AND INTERVENTIONS, THE LUFTWAFFE EVENTUALLY CAME TO THE CONCLUSION THAT IT COULD NOT PURCHASE THE 737'S FROM LUFTHANSA, IF ONLY FOR POLITICAL REASONS.

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3. EMBASSY IS SEEKING ADDITIONAL INFORMATION FROM
OTHER SOURCES AND AFTER UNRAVELING THE THREADS OF THE
SITUATION, WILL SEE WHETHER THERE REMAINS ANY CHANCE
OF INITIATIVES ON OUR PART TO RE-OPEN THE POSSIBILITY
OF A SALE.
HILLENBRAND

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Message Attributes

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To: STATE
Type: TE
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